



Idaho Office of Science & Technology

July 2008

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Watercooler To Host Meet & Greet



Boise Mayor David Bieter On Hand for Watercooler Grand Opening in June

(Boise) Idaho's newest innovation and creativity incubator, The Watercooler opened in June. Earlier this month, Shaun Shannon of TechConnect, who manages the administrative functions of the

July 2008 Events Calendar

July 3rd
Kickstand
Twin Falls

Monthly education and networking for innovators. 6 - 7:30 pm at Pandora's, Twin Falls. To register for the event, go to www.kickstandidaho.com or contact brandon.armstrong@idahotechconnect.com

July 9th
Eagle Technology Group
Eagle

A committee interested in developing and expanding Eagle's technology sector and capitalizing on existing strengths. Meetings are scheduled the second Wednesday each month at 8:30 am at the Eagle Chamber of Commerce. For more information on joining the group or attending meetings, contact Rosemary Regner at rose@r2dm.com.

Watercooler, announced that while there is still some flexible office space available, the incubator is essentially full. The Watercooler will host an opportunity to meet and greet their resident companies over coffee at 8:30 am on July 21st.

Contact [Shaun Shannon](#) for more information.

MWI Veterinary To Buy AAHA Services

(Meridian) MWI Veterinary Supply announced that it intends to purchase AAHA Services Corporation, operating as AAHA MARKETLink, and to enter into a long-term sponsorship and licensing agreement with American Animal Hospital Association (AAHA).

MWI distributes animal health products to veterinarians across the U.S. Its products include pharmaceuticals, vaccines, parasiticides, diagnostics, veterinary pet food, and nutritional products. MWI, with its 13 distribution centers and more than 300 sales representatives, plans to operate logistics services on behalf of AAHA MARKETLink in early July and expects to close the transaction by July 15.

AAHA MARKETLink has 12 years of history selling animal health products to veterinary practices that are members of AAHA. AAHA is a professional association of more than 6,000 veterinary practices in the U.S. It accredits veterinary practices that demonstrate compliance with AAHA standards, and is a leader in education and practice management services.

For more information on MWI Veterinary Supply, visit www.mwivet.com.

Hands Free Mandate: Is Idaho Next?

(Sacramento, California; Olympia Washington) On July 1, California and Washington joined the ranks of states taking a stand against motorists using cell phones while driving. California made talking on a cell phone a primary offense, meaning that motorists could be pulled over if seen with a cell phone to their ear. The first offense yields a \$20 fine, and each subsequent ticket will result in a \$50 fine. Washington deemed the offense worthy of a \$124 ticket, but only when pulled over for something else, such as speeding. The new law serves to urge motorists to use hands-free devices or to simply not talk on their phone while in the car.

The ever-growing problem had already driven a few states - Connecticut, New York, New Jersey, and Utah - to come to the same conclusion about cell phone use. With the growing concern spreading across the country, will Idaho jump on board?

"If people continue to crash because they are talking on cell phones, maybe our Legislature will have to look at that," replied Idaho State Police Lt. Chris Schenck. "We can't stop somebody if we see them talking on a cell phone, but they still have to drive with due caution."

July 10th

Kickstand

Boise

Monthly education and networking for innovators. 6 - 7:30 pm at The Watercooler, 14th & Idaho Streets in Boise. To register for the event, go to www.kickstandidaho.com or contact shaun.shannon@idahotechconnect.com.

July 16th

Boise Metro Chamber of Commerce CEO Speaker Luncheon

Boise

IdaCorp Chairman and CEO, Lamont Keen will speak at the Grove Hotel at 11:30 am. Contact the BMCC for more information.

July 21st

Watercooler Residents Meet & Greet Coffee

Boise

The Watercooler, Idaho's newest innovation and creativity incubator, will host an opportunity to meet and get acquainted with their resident companies at 8:30 am at the Watercooler facility at 14th & Idaho Streets in downtown Boise. Contact Shaun Shannon, Idaho TechConnect, shaun.shannon@idahotechconnect.com for more information.

Intrepid Completes Formal Gas Quality Testing Program

(Idaho Falls) Intrepid Technology and Resources, Inc., a renewable alternate energy company, announces that it has completed an extended formal gas quality testing program performed by the Gas Technology Institute (GTI), headquartered in Des Plaines, Illinois.

This rigorous testing program began in July 2007 and continued through December 2007. During that period real time in-line gas quality was remotely monitored at the GTI laboratories and physical confirmation samples were drawn weekly and overnighted to the GTI labs where they were analyzed for gas purity, heating value and the presence of microbes that could cause internal corrosion of commercial gas distribution lines and valves.

Jake Dustin, President of ITR said, "This is a highly significant and important accomplishment. By electing to subject our gas to such scrutiny in advance of placing it into existing pipelines we can provide independently verified assurance to pipeline owners and operators that our gas can be safely injected, transported and consumed in any commercial system in the nation. No one else in our line of business can provide such assurance at this point in time. This was the most comprehensive testing ever performed on a new gas source and ITR met or exceeded the Federal Energy Regulatory Commission standards for pipeline quality gas in every category. ITR is the only biogas producer in the nation to have achieved this critical milestone and in so doing has set the benchmark for the rest of the industry".

While awaiting completion of the testing, ITR has been trucking its gas from its Whitesides Facility for use as start up fuel for its new WestPoint Facility at a cost savings of nearly 80% over propane. That startup process is nearly complete and, once finished, the way will be clear for ITR to begin delivering commercial gas to either a commercial customer or the local gas utility. The extensive testing makes it more likely that Intrepid can sell directly to commercial customers at much more advantageous prices and terms than to the gas utility.

For additional information contact, Steve Ellis (208-529-5337) or sellis@intrepid21.com

Surf Scenic Idaho

(Idaho Falls, Pocatello, Rexburg, Sun Valley, Twin Falls) Wireless WiMax technology, provided by DigitalBridge Communications Corporation of Ashburn, VA, is currently available in several cities in Idaho. WiMax enables people to access the Web from locations such as a bus, a park, or a lake at about the same speed they would get at home or at work. To make this technology available, DigitalBridge installs broadcast stations on top of cellular towers and tall buildings and connects them with fiber cable to a regional Internet provider. Users gain access to the Web with a DigitalBridge modem.

DigitalBridge currently operates in 14 locations (5 in Idaho), has a network of 20,000 customers, and is growing by about 2,000 a month. Its strategy is to expand its network bit by bit by building networks where there is an existing demand. It sees its long-term success as being dependent on mobile devices that allow people to access broadband on the road. WiMax chips are now being built into laptops, smart phones, cameras, and other mobile devices.

For more information on DigitalBridge Communications Corporation, visit www.digitalbridgecommunications.com.

Small Businesses, Is a Federal Grant Right for You?

(Statewide) Developing a competitive federal grant proposal can be an extremely time consuming and challenging process, with no guarantee of payback through award. Because of this, it is extremely important to ensure that the grant program is right for your small business before engaging in development of a proposal. Here are some questions you can ask yourself to help determine if a grant program is right for you, your innovative idea, and your business.

Is a federal grant really what your company needs?

Many companies have a product essentially ready for production that they want the government to buy. Others have a few bugs to work out and need a few thousand dollars to make the product ready for production. This is more along the lines of procurement and is therefore not suitable for the federal grant programs. Apply for a federal grant is a time consuming process that, in some cases, can actually delay a product getting to market.

Does your innovative idea meet societal needs or solve vital problems?

Most federal grant proposals must demonstrate that the proposed innovation meets needs or solves vital problems that can be deemed "in the national interests," at least for some major segment of our society or economy. One good way to judge this is to assure that the project advances the mission and goals of the sponsoring agency.

Do the federal grant timelines fit your needs?

By the time you apply and receive an award, it can take six to 12 months before you see any federal research funding from the government. It can take three-and-a-half to four years or more, from first application to complete development, testing, production and sales. If your target industry moves quickly, like developing computer software, you may also need to pursue other funding mechanisms.

Can you prove your credibility in this area?

Because of the competitive nature of the award process, federal agencies place a great deal of emphasis on whether applicants can actually perform the work described in their proposal. If you do not have work experience or education in the field you are applying for, consider partnering with another company or university or hire a consultant to perform some of the work for you. See the program rules for how much work can be contracted out and who can perform it for you.

Does the concept have a market and who is the competition?

Who is your product's target customer? Why do they need your product? What have they been using instead? These questions are important to answer about your innovative idea. While one of your customers may be the federal government, you may also need to consider applications in the private industry.

Are you willing to invest the time to do the background research and write the proposal?

Competing for a federal grant award is a time consuming process. Some experts estimate it takes over 80 hours to write the actual proposal, which does not include performing the background research, market analysis, team building or contacting the federal program manager. If you are consumed with running your business or other activities and do not have the time to devote to writing a competitive proposal, you may not have the time to do the work the grant will require. If you think the federal grant programs are for you, do as much of the preparatory work ahead of time as you possibly can. The solicitation open periods can be as short as 60 days, which gives little time for proposal review and correction by others if all of the time is consumed doing the background work.

For more information on federal grants and the Idaho Grant Proposal Incentive program, visit technology.idaho.gov/federal-funding.

Federal Grant Proposal Assistance

(Statewide) If your business has an innovative idea, a federal grant may be right for you.

Why apply for a federal grant?

Eleven federal agencies spend approximately \$80 billion each year on extramural research and development (R&D). These agencies are looking for companies with innovative ideas and are willing to provide grant funding. If that's not enough, here are seven additional reasons to include grants in your business plan:

- A federal grant can range from \$100,000 to several million dollars.
- Grants are not loans. You do not have to pay back the money.
- Most grants do not require matching funds or equity.
- The intellectual property rights remain with your business.
- You retain all ownership of your business.
- A federal grant award provides validation of your business and idea.

Here's how it works. The federal grant process is very competitive. To compete, you must have a truly innovative idea and it must meet needs or solve problems deemed to be vital to our national interests. Fortunately, each agency issues topics that they deem vital. For more information, visit the Department of Commerce website listed below.

State Grant of up to \$3,000.

Assistance in preparing and developing federal R&D grant proposals - with potential for commercialization - is available to Idahoans statewide through the Idaho Grant Proposal Incentive (GPI) Fund. A small grant, up to \$3,000, is available to qualifying businesses to help with the costs of applying for a federal R&D grant. Services include helping to determine the viability of submitting a proposal; assisting in the development of superior proposals; helping to fine tune business and commercialization strategies; and assessment of the final submission package.

Mark Strait is Idaho's Federal Funding Coordinator (pictured).

For more information concerning federal grants and the \$3,000 state grant from the GPI Fund, visit our website at <http://commerce.idaho.gov/technology/federal-funding.aspx> or contact Mark Strait at mark.strait@commerce.idaho.gov.

Idaho Students Win at SkillsUSA's National Conference

(Kansas City, Missouri) SkillsUSA is a national nonprofit organization serving teachers and high school and college students who are preparing for careers in trade, technical and skilled service occupations, including health occupations.

SkillsUSA offers leadership, citizenship, and character development programs as well as activities to complement skill training available in the public schools and postsecondary institutions. It helps students to better prepare themselves for the labor market. SkillsUSA emphasizes respect for the dignity of work, high standards in trade ethics, workmanship, scholarship and safety. It promotes understanding of the free enterprise system and encourages development of patriotism through the practice of democracy in the

chapter. Professional development, leadership, and total quality management practices are emphasized.

The 45th annual National Leadership and Skills Conference (NLSC), was held June 21 - June 26, 2008 in Kansas City, Mo.

Source: Idaho Press Tribune--July 4, 2008.

Idaho Medal Winners & Categories

Ryan D Chesler - Silver (Automotive Refinishing Technology)
Dehryl A. Dennis PTEC, Boise

Gregeory N Anderson - Gold (Automotive Refinishing Technology)
Idaho State University, College of Technology - Pocatello

Mason H Sandow - Gold (Cabinetmaking)
Blackfoot High School - Blackfoot

Ryder Carson - Gold (CNC Milling Technology)
Idaho State University, College of Technology - Pocatello

Eric Dahlen - Bronze (CNC Turning Technology)
Boise State University - Boise

Jerrad L Porter - Gold (HVAC & Refrigeration)
Lewis-Clark State College - Lewiston

Matt B Wald - Bronze (Internetworking)
Boise State University - Boise

Ryan S Watson - Gold (Precision Machining Technology)
Boise State University - Boise

Fernando De La Garza - Silver Medal (Precision Machining Technology)
Dehryl A. Dennis PTEC - Boise

Skill Point Team Certificate Awards

Web Design - Mike Lara & Patricia Zarate - Dehryl A. Dennis PTEC, Boise

Photography - Danielle Haro - Meridian Charter High School

Advertising Design - Breianna McCutchen, Meridian Charter High School, Meridian

Television (Video) Production - Vincente Aranguiz & Whitney Summers, Skyview High School, Nampa

Carpentry - Josh Stewart, Skyview High School, Nampa

Other events include the Washington Leadership Training Institute, the National Week of Service and regional and state-wide competitions.

For other categories listed by career cluster, visit <http://www.skillsusa.org> or contact SKILLSUSA Idaho director, Cherie Bodily, Shelley, ID 208-357-7400 X905 or 208-520-8109.

Ideas Innovations Idaho License Plates



(Statewide) Specialty license plates that celebrate innovation and support Idaho's science and technology industry are entering their third year of availability through the Idaho Transportation Department. Continued availability of the plate will depend on total sales.

A portion of the proceeds from each plate sold goes to a fund that is used to develop programs and market the state's technology sector.

A picture of the license plate, and information on how to purchase one, can be viewed at

<http://commerce.idaho.gov/technology/license-plate.aspx>

Have an Idea/Submission for this Newsletter?

Contact Brian Dickens, Administrator of Idaho Department of Commerce's Office of Science & Technology at (208) 334-2650, ext. 2103, or at brian.dickens@technology.idaho.gov

Read More Idaho Technology News

Miss last month's Science & Technology newsletter? Find the complete newsletter archives at <http://technology.idaho.gov> and click on "news."

"We Create Jobs, Strengthen Communities and Market Idaho."

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